

METHOD AND SYSTEM FOR RETAIL STORE SUPPLY CHAIN SALES FORECASTING
AND REPLENISHMENT SHIPMENT DETERMINATION

ABSTRACT

A time-phased forecasting and replenishment system (20) for a retail supply chain for inventory management, financial management, capacity planning and transportation planning. A computer(s) (28) create time-phased plans for one or more retail facilities, such as various types of retail stores (23) and/or various types of suppliers (24). The system calculates projected sales for each product at each facility and calculates projected replenishment shipments between facilities and suppliers a specified number of weeks into the future. The calculated forecasts and replenishments are done in ways that account for the unique needs of retail organizations, and allow efficient processing and storage of the large data volumes typical in many retail organizations. In particular the system has specified logic for handling low-volume products, and has a transportation and capacity planning component that benefits retail stores. Also, the system is designed to operate on a continuous basis if desired.

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